FSC-36-B - New World Fixtures Cost **CONFIDENTIAL (NOT TO BE SHOWN TO RETAIL ACCOUNTS)** 51843 7531

SMS Item #	Desc.	Desc.	Description	Fixture Cost	APD	Light Kit	W'fall POS Sign Kit	Canopy	Pricer Kit	Total Cost	Total Cost With Mark-up
538343	1'	STD	3-HIGH CARTON (NO TOP)	$189.10			$5.31		$9.44	$203.85	$265.01
538331	2'	STD	3-HIGH CARTON (NO TOP)	$203.10			$9.14		$9.44	$221.68	$288.18
538313	3'	STD	3-HIGH CARTON (NO TOP)	$228.30			$13.23		$9.44	$250.97	$326.26
538295	4'	STD	3-HIGH CARTON (NO TOP)	$248.95			$17.34		$9.44	$275.73	$358.45
538490	1'	STD	ALL PACK (NO TOP)	$269.70			$5.31		$9.44	$284.45	$369.79
538475	2'	STD	ALL PACK (NO TOP)	$314.50			$9.14		$9.44	$333.08	$433.00
538460	3'	STD	ALL PACK (NO TOP)	$378.85			$13.23		$9.44	$401.52	$521.98
538445	4'	STD	ALL PACK (NO TOP)	$452.90			$17.34		$9.44	$479.68	$623.58
539000	2'	STD	ALL PACK (WITH TOP)	$390.75						$390.75	$507.98
530114	3'	STD	ALL PACK (WITH TOP)	$418.21						$418.21	$543.67
530120	4'	STD	ALL PACK (WITH TOP)	$501.10						$501.10	$651.43
538340	1'	STD	W-F/APD/CTN (NO TOP)	$194.95	$101.43		$5.31		$9.44	$311.13	$404.47
538325	2'	STD	W-F/APD/CTN (NO TOP)	$209.35	$88.27		$9.14		$9.44	$316.20	$411.06
538310	3'	STD	W-F/APD/CTN (NO TOP)	$233.75	$189.70		$13.23		$9.44	$446.12	$579.96
538292	4'	STD	W-F/APD/CTN (NO TOP)	$264.25	$176.54		$17.34		$9.44	$467.57	$607.84
538493	1'	STD	W-F/APD/PACK (NO TOP)	$261.70	$101.43		$5.31		$9.44	$377.88	$491.24
538481	2'	STD	W-F/APD/PACK (NO TOP)	$293.45	$88.27		$9.14		$9.44	$400.30	$520.39
538463	3'	STD	W-F/APD/PACK (NO TOP)	$340.85	$189.70		$13.23		$9.44	$553.22	$719.19
538451	4'	STD	W-F/APD/PACK (NO TOP)	$394.25	$176.54		$17.34		$9.44	$597.57	$776.84
538334	1'	STD	W-F/CTN (NO TOP)	$225.75			$5.31		$9.44	$240.50	$312.65
538322	2'	STD	W-F/CTN (NO TOP)	$243.35			$9.14		$9.44	$261.93	$340.51
538304	3'	STD	W-F/CTN (NO TOP)	$270.75			$13.23		$9.44	$293.42	$381.45
538283	4'	STD	W-F/CTN (NO TOP)	$306.55			$17.34		$9.44	$333.33	$433.33
538502	1'	STD	W-F/PACK (NO TOP)	$292.10			$5.31		$9.44	$306.85	$398.91
538484	2'	STD	W-F/PACK (NO TOP)	$330.20			$9.14		$9.44	$348.78	$453.41
538472	3'	STD	W-F/PACK (NO TOP)	$384.90			$13.23		$9.44	$407.57	$529.84
538454	4'	STD	W-F/PACK (NO TOP)	$451.69			$17.34		$9.44	$478.47	$622.01
538430	2'	STD	5-HIGH CTN (WITH TOP) - GRAY	$227.00						$227.00	$295.10
530093	3'	STD	5-HIGH CTN (WITH TOP) - GRAY	$259.20		$38.00				$297.20	$386.36

Source: https://www.industrydocuments.ucsf.edu/docs/ztvp0000

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SMS Item #	Desc.	Desc.	Description	Fixture Cost	APD	Light Kit	W'fall POS Sign Kit	Canopy	Pricer Kit	Total Cost	Total Cost With Mark-up
530102	4'	STD	5-HIGH CTN (WITH TOP) - GRAY	$289.10		$38.00				$327.10	$425.23
530090	3'	STD	WATERFALL (WITH TOP) - GRAY	$446.50						$446.50	$580.45
529310	4'	STD	WATERFALL (WITH TOP) - GRAY	$500.00						$500.00	$650.00
538403	1'	L/P	3-HIGH CARTON (NO TOP)	$146.10			$5.31		$9.44	$160.85	$209.11
538391	2'	L/P	3-HIGH CARTON (NO TOP)	$157.85			$9.14		$9.44	$176.43	$229.36
538373	3'	L/P	3-HIGH CARTON (NO TOP)	$174.95			$13.23		$9.44	$197.62	$256.91
538361	4'	L/P	3-HIGH CARTON (NO TOP)	$200.70			$17.34		$9.44	$227.48	$295.72
538550	1'	L/P	ALL PACK (NO TOP)	$198.80			$5.31		$9.44	$213.55	$277.62
538535	2'	L/P	ALL PACK (NO TOP)	$227.40			$9.14		$9.44	$245.98	$319.77
538520	3'	L/P	ALL PACK (NO TOP)	$267.35			$13.23		$9.44	$290.02	$377.03
538505	4'	L/P	ALL PACK (NO TOP)	$321.05			$17.34		$9.44	$347.83	$452.18
538400	1'	L/P	W-F/APD/CTN (NO TOP)	$151.95	$101.43		$5.31		$9.44	$268.13	$348.57
538385	2'	L/P	W-F/APD/CTN (NO TOP)	$164.10	$88.27		$9.14		$9.44	$270.95	$352.24
538370	3'	L/P	W-F/APD/CTN (NO TOP)	$180.40	$189.70		$13.23		$9.44	$392.77	$510.60
538355	4'	L/P	W-F/APD/CTN (NO TOP)	$203.40	$176.54		$17.34		$9.44	$406.72	$528.74
538553	1'	L/P	W-F/APD/PACK (NO TOP)	$185.90	$101.43		$5.31		$9.44	$302.08	$392.70
538541	2'	L/P	W-F/APD/PACK (NO TOP)	$207.20	$88.27		$9.14		$9.44	$314.05	$408.27
538523	3'	L/P	W-F/APD/PACK (NO TOP)	$248.40	$189.70		$13.23		$9.44	$460.77	$599.00
538511	4'	L/P	W-F/APD/PACK (NO TOP)	$283.20	$176.54		$17.34		$9.44	$486.52	$632.48
538394	1'	L/P	W-F/CTN (NO TOP)	$182.70			$5.31		$9.44	$197.45	$256.69
538382	2'	L/P	W-F/CTN (NO TOP)	$198.05			$9.14		$9.44	$216.63	$281.62
538364	3'	L/P	W-F/CTN (NO TOP)	$217.95			$13.23		$9.44	$240.62	$312.81
538352	4'	L/P	W-F/CTN (NO TOP)	$246.65			$17.34		$9.44	$273.43	$355.46
538562	1'	L/P	W-F/PACK (NO TOP)	$225.10			$5.31		$9.44	$239.85	$311.81
538544	2'	L/P	W-F/PACK (NO TOP)	$252.15			$9.14		$9.44	$270.73	$351.95
538532	3'	L/P	W-F/PACK (NO TOP)	$287.45			$13.23		$9.44	$310.12	$403.16
538514	4'	L/P	W-F/PACK (NO TOP)	$335.65			$17.34		$9.44	$362.43	$471.16
538442	2'	HP	CTN UNIT (WITH TOP)	$176.30				$68.50		$244.80	$318.24

Source: https://www.industrydocuments.ucsf.edu/docs/ztyp0000

SMS Item #	Desc.	Desc.	Description	Fixture Cost	APD	Light Kit	W'fall POS Sign Kit	Canopy	Pricer Kit	Total Cost	Total Cost With Mark-up
509030	3'	HP	CTN UNIT (WITH TOP)	$189.60		$38.00		$73.60		$301.20	$391.56
509072	4'	HP	CTN UNIT (WITH TOP)	$213.92		$38.00		$78.50		$330.42	$429.55
538652	2'	HP	PACK UNIT (WITH TOP)	$321.90				$68.50		$390.40	$507.52
509150	3'	HP	PACK UNIT (WITH TOP)	$386.06		$38.00		$73.60		$497.66	$646.96
509192	4'	HP	PACK UNIT (WITH TOP)	$460.68		$38.00		$78.50		$577.18	$750.33
538610	1'	B'BAR	ALL PACK (NO TOP)	$174.95			$5.31		$9.44	$189.70	$246.61
538595	2'	B'BAR	ALL PACK (NO TOP)	$203.05			$9.14		$9.44	$221.63	$288.12
538580	3'	B'BAR	ALL PACK (NO TOP)	$238.90			$13.23		$9.44	$261.57	$340.04
538565	4'	B'BAR	ALL PACK (NO TOP)	$280.30			$17.34		$9.44	$307.08	$399.20
538634	1'	B'BAR	W-F/APD/PACK (NO TOP)	$168.20	$101.43		$5.31		$9.44	$284.38	$369.69
538601	2'	B'BAR	W-F/APD/PACK (NO TOP)	$182.00	$88.27		$9.14		$9.44	$288.85	$375.51
538583	3'	B'BAR	W-F/APD/PACK (NO TOP)	$200.90	$189.70		$13.23		$9.44	$413.27	$537.25
538571	4'	B'BAR	W-F/APD/PACK (NO TOP)	$222.15	$176.54		$17.34		$9.44	$425.47	$553.11
538424	1'	B'BAR	W-F/CTN (NO TOP)	$164.85			$5.31		$9.44	$179.60	$233.48
538421	2'	B'BAR	W-F/CTN (NO TOP)	$179.50			$9.14		$9.44	$198.08	$257.50
538415	3'	B'BAR	W-F/CTN (NO TOP)	$197.60			$13.23		$9.44	$220.27	$286.35
538412	4'	B'BAR	W-F/CTN (NO TOP)	$219.10			$17.34		$9.44	$245.88	$319.64
538640	1'	B'BAR	W-F/PACK (NO TOP)	$188.40			$5.31		$9.44	$203.15	$264.10
538604	2'	B'BAR	W-F/PACK (NO TOP)	$208.75			$9.14		$9.44	$227.33	$295.53
538592	3'	B'BAR	W-F/PACK (NO TOP)	$234.95			$13.23		$9.44	$257.62	$334.91
538574	4'	B'BAR	W-F/PACK (NO TOP)	$269.60			$17.34		$9.44	$296.38	$385.29

Source: https://www.industrydocuments.ucsf.edu/docs/ztvp0000